

Message Text

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ACTION ARA-10

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E.O. 11652: N/A

TAGS: BEXP, EIND, VE

SUBJECT: TRADE OPPORTUNITY FOR AMERICAN ENGINEERING-
PETROCHEMICAL-FERTILIZER FIRM

1. DURING SOCIAL EVENT STAGED FOR PETROCHEMICAL MISSION NOW IN CARACAS, EMBASSY OFFICERS WERE APPROACHED BY DR. AREVELO REYES, DIRECTOR OF HYDROCARBONS, MINISTRY OF MINES AND HYDROCARBONS, WHO, TOGETHER WITH EXECUTIVE SECRETARY OF THE NATIONAL COUNCIL FOR PETROCHEMICALS, HAS BEEN CHARGED WITH THE RESPONSIBILITY FOR GETTING NITROVEN, THE GOVERNMENT'S HUGE AMMONIA COMPLEX, OPERATING EFFICIENTLY. SPECIFICALLY, DR. REYES IS SEEKING A BLUE-CHIP AMERICAN ENGINEERING-PETROCHEMICAL-FERTILIZER FIRM WITH EXPERIENCE IN AND HIGHEST QUALIFICATIONS IN THE CONSTRUCTION OF AMMONIUM TYPE FERTILIZER PLANS TO REDESIGN NITROVEN'S EXISTING PLANTS AND REORGANIZE PLANT OPERATIONS WITH A VIEW TO FINALLY MAKING THESE PLANS EFFICIENT AND PRODUCTIVE INDUSTRIAL ENTITIES. DR. REYES ENVISAGES SIGNING SOME FORM OF SERVICE CONTRACT, THE TERMS OF WHICH ARE OPEN TO NEGOTIATION AND WOULD COVER ONE, TWO OR THREE YEARS AND WOULD INCLUDE REDESIGN OF THE PLANTS, THEIR OPERATIONAL REORGANIZATION AND A PERIOD OF EFFICIENT PRODUCTION.

2. ACTION REQUESTED: THAT THE APPROPRIATE USDOC INDUSTRY SPECIALISTS SELECT SOME AMERICAN FIRMS WHO ARE CAPABLE IN THE PRESCRIBED AREA, SOUND OUT THE FIRMS' OFFICIALS IN ORDER TO ASCERTAIN IF THEY WOULD BE INTERESTED IN UNDERTAKING THIS TYPE OF CONTRACT AND THEN SUPPLY EMBASSY CARACAS WITH
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THE NAMES, ADDRESSES, TELEPHONE OR TELEX NUMBERS OF THE INTERESTED

US PARTIES IN ORDER THAT WE MAY PASS THESE ON TO DR. REYES.
BEGIN LIMITED OFFICIAL USE. IT SHOULD BE NOTED THAT THIS
OPPORTUNITY IS DIRECTED AT AMERICAN FIRMS ONLY. DR. REYES HAS
BEEN UNDER CONSIDERABLE PRESSURE FROM VARIOUS SOURCES WITHIN THE
GOV TO DIRECT THIS OPPORTUNITY TOWARDS THE ITALIAN PETROCHEMICAL
ENTITY E.N.I,
BUT BECAUSE HE HAS HAD CONSIDERABLE PROBLEMS WITH EUROPEAN
TECHNOLOGY AND EUROPEAN TECHNICIANS IN THE PAST HE IS IN
FAVOR OF AMERICAN FIRMS. IT SHOULD BE FURTHER NOTED THAT
DR. REYES DOES NOT WANT TO ENTER INTO LENGTHY WRITTEN CORRESPONDENCE.
HE IS UNDER PRESSURE TO GET NITROVEN OPERATING IN AN EFFICIENT
MANNER AS QUICKLY AS POSSIBLE. THIS IS AN URGENT REQUEST. THE
EMBASSY WILL PASS ON WHATEVER NAMES OF AMERICAN FIRMS ARE SUB-
MITTED TO US AND DR. REYES THEN INTENDS TO TELEPHONE OR TELEX
THE INTERESTED PARTIES AND SOUND THEM OUT FURTHER REGARDING
THIS UNDERTAKING. THIS COULD BE A VERY SUBSTANTIAL PIECE OF
BUSINESS FOR THE APPROPRIATE AMERICAN FIRM AND IT IS
REQUESTED THAT IT BE GIVEN PRIORITY ATTENTION.
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